

Message Text

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42

ACTION EUR-06

INFO OCT-01 ISO-00 EB-05 DRC-01 RSC-01 /014 W

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FM AMEMBASSY WARSAW

TO USDOC WASHDC

INFO SECSTATE WASHDC 7764

AMEMBASSY LONDON

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E.O. 11652: N/A

TAGS: ESTC, BDIS, US, PL

SUBJECT: POSSIBLE LICENSING OF DATA GENERAL MINICOMPUTER
PRODUCTION TECHNOLOGY TO POLAND

COMMERCE FOR BEWT

1. HERBERT J. RICHMAN, VICE PRESIDENT FOR MARKETING, DATA GENERAL CORP., SOUTHBORO, MASS., CALLED ON US FEBRUARY 12 TO DISCUSS POSSIBLE THIRD-PARTY LICENSING OF DATA GENERAL MINICOMPUTER PRODUCTION TECHNOLOGY TO POLAND. ACCORDING TO RICHMAN, ENTREX, INC., OF BURLINGTON, MASS. PROVIDED LICENSE TO UK FOR MANUFACTURE OF KEY-TO-DISC DATA ENTRY SYSTEM WHICH INCLUDES A DATA GENERAL MODEL "NOVA 1200" MINICOMPUTER. LICENSEE IN TYBS CASE WAS REDIPHON OF THE UNITED KINGDOM. RICHMAN SAID THIS TECHNOLOGY TRANSFER WAS NOT AUTHORIZED BY DATA GENERAL, WHICH IS NOW INVESTIGATING THE POSSIBILITY OF INITIATING LEGAL ACTION AGAINST ENTREX OR REDIPHON, OR BOTH.

2. RICHMAN HAS LEARNED FROM BOTH UK AND POLISH SOURCES THAT REDIPHON IS DISCUSSING LICENSING MIS SYSTEM TO

POLAND. DATA GENERAL WISHES TO BLOCK THIS TRANSACTION, SAYS RICHMAN, CONTENDING THAT REDIPHON ACQUIRED IMPROPERLY
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THAT PORTION OF TECHNOLOGY WHICH CONCERNS THE DATA GENERAL

COMPUTER. DATA GENERAL WOULD NOT BE WILLING TO LICENSE THIS TECHNOLOGY ITSELF TO POLAND, SAID RICHMAN, SINCE A POLISH PRODUCTION CAPABILITY WOULD ELIMINATE DATA GENERAL'S MARKET IN POLAND AND MIGHT CREATE POLISH COMPETITION FOR DATA GENERAL ON WEST EUROPEAN MARKETS.

3. RICHMAN BELIEVES THAT OEC APPROVED THE ENTREX-REDIPHON AGREEMENT AND SUSPECTS THAT THE CASE, AS PRESENTED TO OEC, DID NOT MAKE IT CLEAR THAT SYSTEM INCLUDED A DATA GENERAL COMPUTER. RICHMAN ALSO BELIEVES THAT ANY CONTRACT BETWEEN REDIPHON AND A POLISH PARTNER, PRESUMABLY METRONEX OR MERA-ELWRO, WOULD REQUIRE BOTH OEC AND COCOM APPROVAL.

4. ANY INFORMATION COMMERCE CAN PROVIDE ON ENTREX-REDIPHON TRANSACTION OR ON ANY DISCUSSIONS WHICH MAY HAVE TAKEN PLACE BETWEEN REDIPHON AND METRONEX OR MERA-ELWRO WOULD BE APPRECIATED.
DAVIES

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Message Attributes

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Disposition Approved on Date:
Disposition Authority: golinofr
Disposition Case Number: n/a
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Disposition Reason:
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